

# ZIG ZIGLAR

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## SALES PROFESSIONAL

*~ Over 10 years of success driving record levels of sales ~*

Highly accomplished Sales Professional that consistently breaks records in lead generation and revenue attainment. Successful track record of identifying, qualifying, and closing new customers and expanding business from existing accounts. Strong hunting techniques including cold calling, networking, and leveraging strategic relationships. Practiced in Top Down, Consultative Selling, able to propose solutions consistent with customer's business needs. Outstanding Sales Management skills, consistently selected to train sales force in best practices and closing techniques.

### Proven Areas of Expertise Include:

- Developing/Expanding Territories
- Account Penetration
- Strategic & Consultative Selling
- Customer Acquisition
- C-Level & Technical Presentations
- Lead Generation
- Account Management
- Proposal Development
- Customer Retention

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## PROFESSIONAL EXPERIENCE

**KANTEN ✧ DALLAS, TX**  
**SALES EXECUTIVE**

**2004 - PRESENT**

Manage \$20 million territory for nation's largest vending company, serving accounts ranging from \$25K to \$2.4 million in annual revenues.

- ✓ **Consistently #1 or #2 ranked for performance** out of 67 peers.
- ✓ **Delivered a minimum of 123% of quota, averaging 134% with a high of 147%.**
- ✓ **Always achieved Sales Excellence Club.**
- ✓ **Noted for extensive cold calling** to CEOs and other top executives. Able to get through gatekeepers and obtain appointment.
- ✓ **Demonstrate a 78+% closing rate versus company average of 47%.**
- ✓ **Selected to train other reps** in personal best practices instructing them in account management, sales and closing techniques. **50% of trained reps** achieved Sales Excellence Club.
- ✓ **"Go to" person** for advice on difficult sales situations.
- ✓ **Sold largest** vending account in Western region of \$2.4 million.
- ✓ **Expanded business** with existing accounts generating as much as \$3+ million after 6 months.
- ✓ **Noted for achieving a 100% customer retention rate.**

**GTE DIRECTORIES ✧ HOUSTON, TX**  
**SALES REPRESENTATIVE**

**1999 - 2004**

Sold print, Internet, and audio advertising through telephone and face-to-face visits.

- ✓ **Consistently achieved +175%** of quota. **#1 ranked** in team of 12.
- ✓ **Noted for strong cold calling** and lead generation abilities.
- ✓ **Outstanding telephone skills**, able to listen effectively and customize solutions to prospect's needs.

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## EDUCATION

**University of North Texas - Denton, TX**  
**Bachelor of Business Administration, Marketing**